

DIR-TSO-4133
APPENDIX C PRICING INDEX
Per Amendment 1

| Manufacturer / Brand | DIR Customer Discount % off MSRP | DIR Customer Discount % off MSRP for Manufacturer provided Maintenance Services and Support |
|-----------------------------|---|--|
| BeyondTrust | 10.00% | 5.00% |
| BitSight | 10.00% | 5.00% |
| Blue Coat | 15.00% | 5.00% |
| Check Point | 25.00% | 5.00% |
| Citrix | 10.00% | 5.00% |
| Crowdstrike | 10.00% | 5.00% |
| CyberArk | 12.00% | 5.00% |
| Cylance | 10.00% | 5.00% |
| Digital Guardian | 15.00% | 5.00% |
| DUO | 10.00% | 5.00% |
| F5 | 15.00% | 5.00% |
| FireEye | 10.00% | 5.00% |
| Fortinet | 25.00% | 5.00% |
| Gemalto - SafeNet | 15.00% | 5.00% |
| Gigamon | 5.00% | 5.00% |
| HP | 10.00% | 5.00% |
| Intel Security - McAfee | 25.00% | 10.00% |
| Ixia | 20.00% | 5.00% |
| Lockpath | 10.00% | 5.00% |
| LogRhythm | 10.00% | 5.00% |
| MobileIron | 10.00% | 5.00% |
| Okta | 10.00% | 5.00% |
| Palo Alto | 25.00% | 5.00% |
| Ping Identity | 10.00% | 5.00% |
| Proofpoint | 5.00% | 5.00% |
| Pulse Secure | 10.00% | 5.00% |
| Qualys | 20.00% | 5.00% |
| Riverbed | 15.00% | 5.00% |
| RSA | 12.00% | 5.00% |
| Sailpoint | 25.00% | 5.00% |
| SecureAuth | 14.00% | 5.00% |
| Splunk | 5.00% | 5.00% |
| STEALTHbits Technologies | 5.00% | 5.00% |
| Symantec | 10.00% | 5.00% |
| Tanium | 10.00% | 5.00% |
| Tenable | 10.00% | 5.00% |
| Titus | 15.00% | 5.00% |
| Trend Micro | 25.00% | 5.00% |
| Tripwire | 15.00% | 5.00% |
| Varonis | 12.00% | 5.00% |
| Veracode | 3.00% | 5.00% |
| Websense - Forcepoint | 15.00% | 5.00% |

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| OptiV Specific Training | Training Description | DIR Customer Discount % off MSRP |
|-------------------------|--|----------------------------------|
| | Cyber Security Awareness and other Training Services | 15.00% |

| IT SECURITY SERVICES | | | |
|--|--------------------|----------------------------------|---------------------|
| Category and Services | MSRP Cost Per Hour | DIR Customer Discount % off MSRP | DIR Customer Price* |
| Attack and Penetration Services | \$250.00 | 15.00% | \$214.09 |
| Enterprise Incident Management Services | \$300.00 | 15.00% | \$256.91 |
| Enterprise Risk and Compliance Services | \$250.00 | 15.00% | \$214.09 |
| CISO Technical Consulting Services | \$300.00 | 15.00% | \$256.91 |
| PCI Services | \$250.00 | 15.00% | \$214.09 |
| Application/Software Security Services | \$250.00 | 15.00% | \$214.09 |
| Architecture and Implementation Services (Vendor Neutral Offerings) | \$250.00 | 15.00% | \$214.09 |
| Identity and Access Management Services | \$250.00 | 15.00% | \$214.09 |
| Cloud Security Services | \$300.00 | 15.00% | \$256.91 |
| Project Management and Oversight (Not offered separately) | \$150.00 | 15.00% | \$128.46 |

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| MANAGED SECURITY SERVICES | | |
|----------------------------------|---|---|
| Category | Description | DIR Customer Discount % off MSRP |
| Hosted SIEM | Provides a system for log management and monitoring, alerting and reporting using a hosted multi-tenant solution using LogRhythm. | 15.00% |
| | | |
| Co-Managed SIEM | Leverages existing SIEM investment to provide monitoring and management using best practices | 15.00% |
| IBM Qradar | | |
| LogRhythm | | |
| Splunk | | |
| Platform Management | Manages your security devices and monitor their health and performance to improve your security posture | 15.00% |
| Blue Coat | | |
| Check Point | | |
| Cisco | | |
| F5 | | |
| Fortinet | | |
| HP | | |
| IBM | | |
| Intel Security | | |
| Palo Alto Networks | | |
| Pulse Secure | | |
| Vulnerability Management | Provides ongoing vulnerability scans and delivered tempered results to help you understand which vulnerabilities are being exploited in the wild so you can prioritize patches. | 15.00% |
| Qualys | | |
| Endpoint Management | Delivers day-to-day management and monitoring of your endpoint technology. | 15.00% |
| Intel Security (McAfee ePO) | | |

| Additional Services Discounts Based On Aggregate Services Sales | | | | |
|--|---------------------------------|--------------------------|----------------------------|-----------------------|
| Product or Category Description | Contract Sales Threshold | Original Discount | Additional Discount | Total Discount |
| Cloud Security Services | \$100,000 (per engagement) | 15.00% | (+) 5.00% | 20.00% |
| Enterprise Risk and Compliance Services | | 15.00% | (+) 5.00% | 20.00% |
| Enterprise Incident Management | | 15.00% | (+) 5.00% | 20.00% |